



Pittsburgh Chapter of the PMI

www.PittsburghPMI.org

April 2007

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Monthly Chapter Meeting Schedule

Date: April 12, 2007

Member Appreciation Night

The April 12 Chapter meeting will be a "Member Appreciation" dinner free to Pittsburgh Chapter Members.

This affair will be a buffet dinner beginning at 6:00 PM at The Engineers' Society of Western Pennsylvania, located at 337 4th Avenue, Pittsburgh.

- Entrees - Cranberry Chicken, Roast Beef Bordelaise, Lemon Pepper Scrod
- Salads - Tossed Green with Three Dressings, Cucumber Red Onion, Linguine Salad
- Vegetables - Parsley Redskin Potatoes, Rice Pilaf, Fresh Vegetable Medley

Please telephone 412-261-4300 to make your reservations.

Agenda:

- 5:00 Financial Services LIG
- 6:00 Dinner
- 7:00 Chapter Meeting and Presentation

April Financial Services LIG

Speaker: Laura M. Goetsch

Laura Goetsch is President of The Simplex Group, Inc., a leading provider of project management and technology solutions. Since 1984, Simplex has been supporting the success of companies in the Engineering, Construction, Manufacturing, High-Tech, and Energy industries. As an authorized representative for project management software solutions such as those produced by Primavera Systems, Inc., Simplex has gained expertise in business process management as it relates to project management.

April Chapter Meeting

Title: Why Leaders Fail

Speaker: Tom Mattus

This presentation dives into the role of the leader and finds out how their actions can not only fail an initiative but their interpersonal relationships as well. This basic inability to connect with and get along with other people and the lack of emotional intelligence means the difference between a successful leader and one that fails.

<p>April Financial Services LIG Speaker Bio – Laura Goetsch</p>	<p>April Speaker Bio – Tom Mattus</p>
<p>Laura Goetsch is President of The Simplex Group, Inc., a leading provider of project management and technology solutions. Since joining Simplex in 1998, Laura has worked in a variety of areas including training, consulting and sales. She currently serves as the company's visionary and director while managing her staff and promoting their solutions.</p> <p>Prior to joining Simplex, Laura began her professional career as a software developer in the IT department of a local public utility company in 1994. After being promoted to a Business Analyst position within the company, Laura realized that the real driver for developing software applications was the need to support business processes within the organization. With that understanding, Laura thought her experience and expertise would be better leveraged in a consulting firm that worked with a variety of organizations, enabling her to learn the business drivers of many different types of companies. In 1996, Laura joined a consulting firm as a Business Analyst and worked closely with clients to establish their software requirements, and to design business applications to meet those requirements. In meeting required deliverables and deadlines in a project-focused business, Laura got her first taste of true project management.</p> <p>Laura graduated from the University of Pittsburgh in 1994 from the School of Information Science. She earned a Bachelor of Science degree with a major in Information Science and a minor in Computer Science.</p>	<p>Tom is the President and Co-founder of Successful Strategies International, Inc. (SSI). SSI has been for several years a successful training, leadership and mentoring organization that specializes in hands-on Application Project Management and Leadership Development. Prior to forming SSI, Tom was involved with the startup of several training organizations. Tom also was a senior manager at American Express and at Travelers Corporation. Tom brings to SSI over 25 years of professional experience in training and business management and development.</p>

Want to add articles or important information to the Newsletter?

The Chapter encourages its members to submit articles, tips, humor, or other important information.

Submission Deadlines:

May Newsletter Apr. 16

June Newsletter May 16

July Newsletter June 16

Submit by e-mail to: newsletter@pittsburghpmi.org

SPECIAL ANNOUNCEMENTS

Forming a PMI Pittsburgh Toastmaster's Club

Continually improving its service offerings, the Pittsburgh Chapter of the Project Management Institute (PMI-PGH) in collaboration with the local Toastmasters infrastructure is investigating establishing a PMI-PGH/Toastmasters Club. This club's focus will be to apply Toastmasters' proven success at improving anyone's speaking skills to the PMI-PGH community and providing a cost effective way to earn PDU's.

No matter how good a speaker you may be, the Toastmasters' model can make you better. For novices, the model provides the opportunities, encouragement, examples, and constructive feedback to make you a more confident and capable, planned and impromptu speaker. Remember the PMI mantra: effective project management is 90% communication.

The investigation committee invites you to help complete the investigation and position this initiative to transition quickly into a thriving club. Help us apply PMI-proven techniques to promote, investigate, organize, initiate, and make this club a self-sustaining success...a shining example of what PMI-PGH can accomplish. Consider that the PMI District of Columbia chapter recently built a very successful club, so IT CAN BE DONE. Now is the time to get in on the ground floor: we need prospective members AND officers.

E-mail one of the committee members listed below. Indicate your level of interest, availability (location/time), Toastmaster background, and how/when to contact you. Suggestions will be appreciated, particularly where and when investigation, demo, and club meetings may be held, and whether your firm can host any meetings.

PMI Pittsburgh Toastmaster's Club Investigation Committee:

Allen McCready

Larry Mack

Susan Keaney

awmccready@msn.com

larrymackpmp@verizon.net

slkeaney@comcast.net



Bug Bash by Hans Bjordahl

<http://www.bugbash.net/>

SPECIAL ANNOUNCEMENTS

LAST CHANCE TO REGISTER – Tom Mattus Seminar

Join Us For a Multi-Topic Seminar

DESIGN A LIFE THAT WORKS, ATTAINING PROJECT SUCCESS, and THE FUTURE OF MANAGEMENT

The Pittsburgh Chapter is pleased to announce that Tom Mattus and Mike Tate are coming to the PMI Pittsburgh Chapter. They will be presenting a seminar on Thursday, April 12, 2007. The topics are “Design a Life that Works”, “Attaining Project Success”, and “Future of Management - How Projects are Evolving into Programs”. In this 6 hour session, managers and leaders from all walks of life will learn where the future of project management is going and what role effective leadership will play. You will walk away with strategies on how to deal with ineffective managers and how you can increase your leadership skills in your organization. See the flyer in this newsletter for additional information.

Tom is a trainer, lecturer, and co-founder of “Successful Strategies International, Inc.”, which is a training, leadership, and mentoring organization specializing in project management and leadership development. In addition, Tom has been the keynote speaker at several Project Management Institute conferences worldwide and has been published in several project management publications.

Mike is managing partner of Vantage Associates, Inc., a management consulting firm. He is a professional facilitator and executive coach with expertise in strategic planning, succession design, and leadership development. Mike is also the author of “Design a Life that Works”. Mike’s book will be provided to all attendees.

The seminar will be held at the Regional Learning Alliance in Cranberry Township. The cost for registrations is \$300 for PMI members and \$350 for non-members.

For those who are PMP-certified, this seminar will provide 6 PDUs toward re-certification.

To register for the seminar see the insert in this newsletter or go to the Pittsburgh Chapter website at www.pittsburghpmi.org. All registrations, with payment in full, must be received by April 7, 2007. Contact VP_Education@PittsburghPMI.org with any questions.

Practical PM Tips to Give You a Competitive Edge Fast

If Life is a Series of Projects, What Are You Doing to Succeed?

By Michelle LaBrosse, PMP, Chief Cheetah, Cheetah Learning, Inc.

For more information, visit www.cheetahpm.com.

We're All in This Together

Project Management is one thing we all have in common. Every person and every organization does projects. When you come right down to it, life is just a series of projects. From selecting a college and applying to it, to getting the grade you need on your class projects, to successfully studying for exams and – finally – graduation. Each of these events is a project that you have to manage.

After college, you get a job and that, too, becomes a project. Then, if you choose to look for someone to spend your life with – that's a big project. From there, the project list goes on: Buying your first home, managing that home, and managing change as your life continues to evolve. Sound familiar?

For organizations, projects are the life-blood that flows from department to department. Those organizations grow and succeed based on their ability to successfully complete projects. Whether it's upgrading a financial system, getting a new product to market, launching a new promotional campaign, upgrading a facility, or developing more efficient ways of operating, all of these activities require Project Management.

The Power of the PMP® Credential

As we all know from experience, some projects fail and some succeed. So, how can you make sure you're on the winning side? Getting certified as a Project Management Professional (PMP) is one way to stack the odds in your favor. When you improve your ability to manage projects, you can achieve more personal success and help your organization become more successful as well. And success is infectious on teams. When people become better at doing projects, they inherently raise the capability of everyone else around them as they step into leadership and mentoring roles.

A Solid Foundation

The PMP certification is more than those three letters. It's a solid foundation of knowledge that helps people and organizations improve the way they do projects. It gives people a common base of knowledge to build on together; creating a unity that can't be underestimated when a team works together from the same starting point.

Understanding How People Learn

An important part of successful Project Management involves understanding how people learn. People develop capabilities through four levels of learning: awareness, knowledge, skills, and mastery.

Awareness

In order for learning to occur, people must first become aware that they need to further develop their capabilities in a specific area. This awareness drives the desire to learn more about a particular subject matter. For instance, a project manager who consistently finishes projects late and over-budget may realize that he needs to learn how to manage his project team better. With this awareness, he can now determine how to improve in this area.

Knowledge

Once people are aware that they can develop their capabilities and become more successful, then they need to create a foundation of knowledge upon which to improve. Pursuing the PMP certification helps people develop that critical base of knowledge to improve their Project Management capabilities. With the PMP credential, people develop more self-confidence to learn and apply new skills in their day-to-day work, ultimately achieving a much higher level of success with their projects.

Skills & Mastery

With more success comes more skill, and with the consistent application of skills, eventually there is mastery. Mastery is the highest level of learning, where people have consistent outcomes whenever they apply their skills.

How important is Project Management and your mastery of it? Consider this: In its 2003 CHAOS Chronicles Report, the Standish Group reported that the lost dollar value for US projects in 2002 was estimated at \$38 billion with another \$17 billion in cost overruns for a total project waste of \$55 billion against \$255 billion in project spending. Without a consistent approach to Project Management, losses to the bottom-line can be significant. When you're a master of Project Management, you directly contribute to the bottom-line.

If you or your team members want to get achieve mastery in Project Management, earning the PMP credential is a great way to start building the knowledge foundation needed for individual and organizational success.

Get Started

Cheetah Learning provides a free SmartStart™ Guide for the PMP Exam for people and the organizations they serve to become familiar with what is involved in pursuing PMP certification. Find out why PMI®'s PMP credential is a critical career success factor for a variety of professions. Get started by downloading your free copy at www.cheetahsmartstart.com.

"PMP" is a registered certification mark of the Project Management Institute, Inc.



About the Know How Network

The Know How Network is a monthly column written by Michelle LaBrosse, the founder and Chief Cheetah of Cheetah Learning. Distributed to hundreds of newsletters and media outlets around the world, the Know How Network brings the promise, purpose and passion of Project Management to people everywhere.

About the Author



Michelle LaBrosse, PMP, is the founder of [Cheetah Learning](http://www.cheetahlearning.com), and [author](#) of *Cheetah Negotiation* and *Cheetah Project Management*. The Project Management Institute, www.pmi.org, recently selected Michelle as one of the 25 Most Influential Women in Project Management in the World, and only one of two women selected from the training and education industry. She was featured in the October 2006 issue of PM Network Magazine, and also graduated from the Harvard Business School's Owner President Managers (OPM) program in March 2006.

She created the origins of the Cheetah Project Management methodology as an Air Force Officer in the mid 80's. In 1995, she prototyped the concept of accelerating learning using "virtual classrooms," to accelerate the way people learned and applied core business skills. As a corporate research scientist in systems engineering and adult learning for a large multinational corporation, she later created and tested a one-day approach to teaching Project Management. This approach would later evolve to become Cheetah Project Management, a fast and effective way of launching projects.

Today, she is the leader of the course development team at Cheetah and sets the strategic direction for the company. Using the Cheetah Project Management techniques, LaBrosse has grown the company from three employees in 2000 to more than 100 in 2006. Cheetah is now the global leader in Project Manager Professional Development.

Her articles have appeared in publications such as: *European CEO Magazine, Plant Engineering Magazine, Industrial Engineer Magazine, Control Engineering Magazine, Journal of the American Association for Medical Transcription JAAMT, NSSEA Essentials Magazine, ASTN Network Magazine, Radio Sales Today, Sprinkler Quarterly & Technology Magazine, The Federal Credit Union Magazine Online, Business Quarterly Online American Society of Landscape Architects, ACRP Wire Association of Clinical Research Professionals, American Council of Engineering Companies Association* and more.

With a B.S. in Aerospace Engineering, and an M.S. in Mechanical Engineering, LaBrosse has done extensive postgraduate work with the Massachusetts Institute of Technology Center for Advanced Educational Studies and with the University of Washington Industrial Engineering Program in accelerating adult learning with respect to meeting core business objectives.

She lives in Nevada with her family and likes to rejuvenate in Alaska where you'll often find her kayaking, golfing or hiking.

Career Tips

How to Ask for a Raise—and Get It!

By Deborah Walker, CCMC, Career Coach ~ Resume Writer

For more information, visit www.AlphaAdvantage.com or email Deborah at Deb@AlphaAdvantage.com.

When was the last time you asked for a raise? If you are like most people, you waited until you were frustrated, angry, and resentful. Not the best frame of mind for trying to make a positive change. You probably made some critical mistakes. You may have:

- Made your appeal based on emotion
- Given your boss an ultimatum
- Failed to plan ahead what to say figuring you could just “wing it”

And how did that strategy work for you? Did you get everything you hoped for? Probably not.

There is a better way to ask for a raise that doesn't involve emotions, ultimatums, or even slamming doors. The answer is planning. Be prepared with objective documentation that proves beyond doubt that you deserve a raise, and have a strategy that puts that information forward in the best possible light.

1. Research salary surveys.

If you suspect your current earnings are below average for your industry in your state, verify your suspicion by checking out salary surveys. Your state employment service agencies probably provide a salary survey for your industry. Average earnings can vary greatly from state to state, so be sure to get information that is appropriate for your area or region. Make copies of any salary surveys you find.

Additionally, if you suspect your earnings are low within your own company, ask your human resources representative if he/she can provide the normal salary scale for your position. Ask for a copy if possible.

These two documented sources will help support the fairness of your request for a raise. By providing a rational argument and proof of competitive salary in your request for a raise, you'll increase the likelihood that

your boss will say yes.

2. Prove your worth.

Fairness alone won't convince your boss you deserve a raise. You'll need documented proof that illustrates your contributions to your organization. If you are waiting for your boss or supervisor to notice what a great job you are doing, forget it. No one is paying that much attention to you. It's up to you to prove how much you are worth—literally.

The best time to begin documenting your accomplishments is in your first week of employment. Keep a weekly journal of what you've done that proves such things as:

- Creating revenue opportunities
- Discovering costs savings
- Helping a coworker meet or beat a deadline
- Developing a better process
- Completing tasks ahead of time
- Generating good will with clients or customers

Use your list of accomplishments to update your resume, featuring a "Highlight of Accomplishments" section that illustrates the positive impact you've had on your company. An updated resume is your most convincing evidence that you deserve a raise. It will also put your boss on the alert that you are ready with an updated resume when a recruiter calls or when the right career opportunity presents itself.

If you don't have a record of your accomplishments and contributions, you are not ready to ask for a raise. A career coach can be a valuable asset in helping you compile your list of accomplishments. Trained in the art of asking the right questions, a career coach can help you quickly identify the contributions you've made to the company. This will build not only your case for a raise, but your confidence as well.

3. Plan your strategy.

Too often, people don't think about what they're going to say until they're actually in their boss' office. That's too late. You have to plan your strategy in advance, just as you would plan any business project. It's the only way to succeed.

With copies of salary surveys and salary scales, you'll have quantifiable evidence that your request for a raise is a reasonable one. And you'll be able to back that up with a strong list of accomplishments that demonstrates how valuable you are to the company. Practicing how you want to present your case can be the final key to success in getting the raise you want and deserve.

Choose a friend or family member who has been in the position of hiring others, and ask them to let you practice your request for a raise. If you're not comfortable with doing that, or if you don't know someone who is a hiring manager, a career coach can help you craft your presentation.

A career coach has real-world experience in hiring and decision-making, so they've been in your boss' shoes. They can provide you with strategic tips that will help you win over your boss—or provide you with a way to keep the negotiations open even if your initial request is denied. Creating a strategy with a career coach will give you guidance on how to ask for the raise, how to present yourself, and how to close the deal.

Once you have your documentation, your accomplishments, and your strategy in hand, you'll be ready to approach your boss with confidence. And you'll be well on your way to getting the raise you have truly earned.

Project Manager Spotlight – Shirley Waselko

Current Employer: Fidelity Investments, Merrimack, NH

Current Role: Project Manager

Project Management Experience: Over 18 years, including the financial and healthcare insurance industries.

Most Challenging Project: One of my current projects has been the most challenging. It is an enterprise-wide project. It encompasses multiple applications across multiple platforms, including several distributed systems. In addition, the development team is based in multiple locations, including India. There are several implementation dates, each two months apart. We have just had the first implementation, and it was successful.

Best Advice for New PMs: Find a mentor; someone you can trust, to guide you. Continue your learning. Just because you have your PMP does not mean that learning stops.

Hobbies: Reading, Crafts, exploring my new surroundings

If you could have dinner with anyone, living or dead, who would it be and why? Pope John Paul II. I had always wanted to go to Rome and perhaps meet the Pope. Unfortunately, that did not happen. He was a humble man who did great things. It would have been an honor to be able to talk with him.

A Book Recommendation: *Leadership* by Rudolph Giuliani. I am currently reading this book. It is a fantastic book. We all know the amazing job Rudy did after 9/11, but in this book, he not only talks about 9/11, but also how he developed and honed his leadership abilities throughout his career. This allowed him to be prepared to meet the challenges of 9/11.

We need volunteers to be in the Spotlight...

If you would like to nominate yourself or another Project Manager, please contact the Newsletter's Editor at newsletter@pittsburghpmi.org.

Event Schedule

Please contact Mike Rapach, VP of Programs, at Programs@PittsburghPMI.org if you have a topic you would like to see addressed in a future meeting, if you or someone you know would be interested in presenting, or if you have an advance question for any of our presenters.

Date	Program Type	Presenter	Title	Location
4/12/2007	Financial Services LIG	Laura M. Goetsch	TBD	ESWP
4/12/2007	Chapter Meeting & Keynote Presentation	Tom Mattus	Why Leaders Fail	ESWP
5/10/2007	Healthcare LIG	TBD	TBD	ESWP
5/10/2007	Chapter Meeting & Keynote Presentation	Mark Marsico	Six Sigma	ESWP
5/16/2007	Advanced Project Management Series	Donna Brighton, PMP and Vicky Haney, PMP	Strategic Alignment of Projects	Urban Mountain Gathering Place
5/21/2007	IT LIG Presentation	Ravi Madhavan (Katz professor)	Project Management Opportunities in Mergers and Acquisitions	Pittsburgh Technology Council
6/14/2007	Financial Services LIG Presentation	TBD	TBD	ESWP
6/14/2007	Chapter Meeting	Bill Proctor, President of Epicenter	TBD	ESWP

New Chapter Members

As of **March 31, 2007**, the Chapter has **1023** members.
Please join us in welcoming the following new chapter members.

Paul A. Albamonti
Reice E. Altomare
James R. Archbold, Jr.
Todd M. Biela
Daniel A. Bolena, PMP
Bobbie L. Brannock PMP
Laura L. Brunner
Jason D. Butler
John M. Cefola
David M. Chesakov
Thomas E. Ferry
Raj S. Gopal, PMP
Stephen A. Halza
Mark E. Hoyle
Eve Laboon
Chris R. Marr, PMP
Daniel F. McDermott
Michaela A. Noakes
Nancy L. Petrone
Thomas J. Quan
Roy E. Ryan
Chris Schmidt
Philip E. Smith
Krishna J. Vedula
Stephen W. Verderber
Ronald J. Wolfe
Mary K. Yarchak

New Chapter PMPs

As of **March 31, 2007**, the Chapter has **588** PMPs.
Please join us in congratulating the newest chapter PMPs!

Gregg J. Burns, PMP
David Ray Durbin, PMP
Mark G. Gintner, PMP
Raj S. Gopal, PMP
Sean N. Haines, PMP
Charles Koch, PMP
Michael R. Martin, PMP
Matthew T. McGrath, PMP
Dr. Emmanuel I. Osagie, PMP
Suresh Ramanathan, PMP
Brenda L. Rouser, PMP
Alok Satyawadi, PMP
Girolamo Scotto Di Marco, PMP
Jason A.. Seibert, PMP
Kristin A. Stock, PMP
Adrienne Vargo, PMP

Chapter Contacts

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Ex-Officio President

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VP Treasurer

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VP Membership

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E-Mail Address

Just a reminder to keep your contact information up-to-date in the Members section of the national website, www.pmi.org.

Your monthly newsletter and all other Chapter communications will be sent to your primary e-mail address listed under your Contact Information.